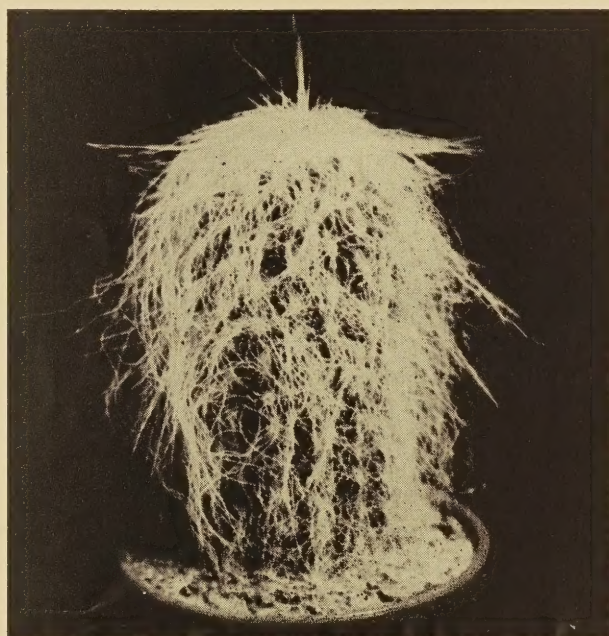


# FALL PRICE LIST 1955



## THE OLD MAN OF MEXICO

*Cylindropuntia senilis* is a favorite of every one. The stout columns are hidden by long white hair. Very fine plants 1½ to 2 ins. tall, \$10.00 per 100; 2 to 2½ ins., \$15.00; 2½ to 3 ins., the size illustrated, \$25.00. We offer still larger sizes at \$3.50 and \$5.00 per ten.

### WHOLESALE TERMS

Cash with order. Packed F.O.B. Corona. 50% cash advance with C.O.D. orders. Minimum wholesale order \$5.00. Hundred rate prices apply on twenty-five or more of one kind. For prices on smaller lots of a kind, see notation at heading of the general listings.

### TRANSIT LOSSES

The goods are yours when delivered to the transportation company. Claims for heating, freezing, delay or poor handling must be taken up with the transporting agency.

In order that you may properly make claim upon the transportation company for transit losses, always ask the delivering agent for a bad order inspection.

### LABELING

We label with plant names only when requested.

### QUANTITY DISCOUNTS

On shipments amounting to—

\$ 50.00 or more	5%	\$100.00 or more	10%
\$250.00 or more	15%	\$500.00 or more	20%

Quantity discounts apply to cash or C.O.D. orders. Customers who have established account standing, will be billed at the hundred rates and the above discounts will be allowed if remittance is mailed within twenty one days of invoice date.

### SATISFACTION GUARANTEED

We guarantee quality and fair value. If not satisfied on these points return the goods at once at our expense for full refund.



## OVER THE GARDEN GATE

### HOWDY NEIGHBORS:

It's a great disappointment that I will not get around to see you this year. That onery old doctor thinks I had better stay close to home. Consequently I'll miss your smiling face and the friendly chats we have had. I did kick over the traces enough to fly to El Paso and join in the good times at the convention of the Cactus and Succulent Society of America. We really had a good time. Those Texans are good hosts and all of the cactitians are real friendly folks even though they are called "cactus nuts". I came home feeling better and may be a little puffed up because so many of them complimented us on the fine plants we have been sending out this year. We think they are better than ever as we have been working to that end for many years. We would rather send out the best plants at a fair price than junk at a low price.

In speaking of price, just how much time do you think can be put into all the operations of growing, digging and packing a five cent plant? It is easy to estimate it. It's only between one minute and a minute and a half. Lots of the plants on this list are two to three years old, yet there are some folks who think we should ship them for three cents as we did in 1940 when wages were eighteen dollars a week and taxes were almost nominal.

We do not like to "buy a pig in a poke" and we do not think you do either. So in getting out a list such as this one, we like to give the size you can expect for the price. All of the smaller sizes except the Miniature which is planned for 1 1/4-in. pots and a few in the Dish Garden Assortment, are large enough to balance a 2 1/4-in. pot and be ready for immediate sale. In all our assortments except the Gates Dish Garden and the Super Duper, we put in equal numbers of each

kind and every kind is worthy of a place in the assortment's price group.

Since we have found an increasing market for bigger and better plants than are offered in our listings, we are gradually increasing stocks of larger plants. This takes time and we are sorry that we do not have the many kinds of these in large enough quantities for separate listings. So we will merely state that you can order them at 35c, 50c, 75c, \$1.00 and \$1.50 each. If there is any particular item you would like in a larger size, just drop us a line and we will tell you what we can do. All of these as well as the rest of our items, are nursery grown from start to finish; which means better plants that not only look better but will grow better. In speaking of good looks, do you realize that "good looks" is the only thing you and I have to sell? Customers buy your ornamental stock and ours merely because it looks good and so they like it. They can't eat it, they can't wear it and it is no good for fire wood.

Many ask us about what is the best soil to plant cactus and succulents in. We think a free draining neutral soil is best. Probably the addition of coarse sand and small gravel to your regular potting soil will make it highly suitable. Sterilized soil helps. Watering should be carefully done while the plants are being re-established. After that water well whenever really dry. Go slower in winter and during damp weather. Most cactus diseases belong in the "water mold" and similar soil borne groups. Continuous moisture produces the proper conditions for these diseases to flourish. Too much shade will produce a soft and skinny growth.

Adios  
Howard Gates.

### ASSORTMENTS

To those who only wish a few of a kind, we recommend our assortments. They are made up of carefully selected plants from each price group and often include some kinds that we do not have in large enough quantity to list. Every one is a good kind and worthy of a place in the assortment. In the first four assortments listed below, we always put in equal numbers of each kind included. The other assortments will vary in numbers of a kind owing to the purpose of the assortment and stock limitations.

**MINIATURE**—Tiny all cactus or cactus and succulents mixed for 1 1/4 in. pots. Our selection. \$3.00 per 100.

**SUNSET**—All cactus, all succulents or mixed as requested for 2-2 1/2 in. pots at \$5.00 per 100.

**GOLDEN WEST**—Larger plants of the Sunset group for 2 1/2-3 1/2 in. pots at \$7.50 per 100.

**LITTLE JEWEL**—These are the slow growing choice cactus of our price group "B" for 2-2 1/2 in. pots at \$7.50 per 100.

**ROYAL**—Larger or choicer plants for 2 1/2-3 1/2 in. pots. Please say whether large size or choicer kinds are preferred. \$10.00 per 100.

**SUPER**—Larger or choicer plants for 3-4 in. pots. Please say whether large plants or smaller choice items for fanciers are desired \$15.00 per 100.

**SUPER DUPER**—Still larger or better plants as preferred. \$25.00 per 100.

**GATES DISH GARDEN ASSORTMENT**—Carefully selected cactus and succulents in varying numbers from all size and price groups for the purpose of making up complete, well balanced dish gardens. \$6.00 per 100.

### NURSERY GROWN CACTUS ARE REALLY BETTER

Prices listed for 100 of a kind. For ten or more of a kind and less than twenty-five, add 20% service charge. If you desire less than ten of a kind, order one of our assortments and ask for as large a variety as possible. Since these prices are wholesale, \$5.00 is the minimum per order. Approximate sizes of the plants we offer, are given in inches below the price group headings. For quantity discounts see "Terms" on the first page.

CACTUS PLANTS	Price Group	A	B	C	D
	Price per 100	\$5.00	\$7.50	\$10.00	\$15.00
ASTROPHYTUM ornatum. Spiny Bishop Cap. Globular, usually five angled, many white dots, stout spines, yellow flower.....				1 1/2-2	2-2 1/2
CARNEGIA gigantea. Arizona Giant. Globular, becoming heavy columnar, many ribbed, short stout spines.....					2 1/2-3
CEPHALOCEREUS mezcalaensis. Stout columnar, fluted, short spines, new.....			1 1/2-2	2-3	
CEPHALOCEREUS senilis. Mexican Old Man. Stout columnar, covered with long white hair..				1 1/2-2	2-2 1/2
DOG TAILS. Slender cactus suitable for animal tails, assorted.....	2-3	3-5			
ECHINOCACTUS grusonii. Golden Ball. Globular, bearing gleaming yellow spines, woolly crown, very popular.....				1 1/2-2	
ECHINOPSIS Hybrids. Easter Lily Cactus. Globular, some long, some short spined, very large pink or white flowers in spring and summer.....	1 1/2-2	2-2 1/2	2 1/2-3		
ECHINOPSIS mirabilis (Setiechinopsis). Very unusual, dwarf, cob shaped, dark body, slender, white night flower.....			1 1/2-2		



	Price Group Price per 100	A \$5.00	B \$7.50	C \$10.00	D \$15.00
ECHINOPSIS multiplex. Pink Easter Lily. Globular, spiny, very large pink flowers. Day bloomer. Flowers in spring and summer.....		1½-2	2-2½	2½-3	3-3½
ESCONTRIA chiotilla. Columnar, few light green ribs, light colored spines, very attractive			2-3		
ESPOSTOA lanata. Old Man of the Andes. Stout columnar, covered with soft white wool....			1½-2	2-2½	2½-3
FEROCACTUS latispinus. Flattened globular, broad spined barrel cactus.....					2½-3
FEROCACTUS melocactiformis. Globular, light green, yellowish spines.....			1½-2	2-2½	
FEROCACTUS wislizenii. Arizona Barrel. Globular, many ribs, young spines red, older gray to brown.....				2-2½	
HAMATOCACTUS setispinus. Strawberry Cactus. Globular, light brown spines, yellow flower. Free bloomer during spring and summer. Red fruit.....		1½-2	2-2½	2½-3	3-3½
LEMAIREOCEREUS dumortieri. Stout columnar, fin like ribs, rather weak white spines.....			2-2½	2½-3½	3½-5
LEMAIREOCEREUS marginatus. Organ Pipe. Tall columnar, few ribs, bright green.....		2-3			
LEMAIREOCEREUS pruinosus. Blue Mitre. Heavy, angular, columnar, bluish.....		1½-2	2-3	3-5	
LEMAIREOCEREUS queretaroensis. Stout columnar, green, short spined.....		2-3	3-5		
LEMAIREOCEREUS stellatus. Stout columnar, gray to purplish body, short spines.....			2-2½	3-4	
LOBIVIA, binghamiana. Clustering, globular, green, short gray spines, many red flowers....			1¼-1½	1½-2	
LOBIVIA famatimensis. Orange Cob Cactus. Cob shaped, short spined, flowers may be orange, yellow or red.....			1¼-2		
LOPHOCEREUS schottii. Crested Cereus. Stout columnar, 4-5 ribs, fewer and shorter spines..		1¾-2¼	2½-3		
MAMMILLARIA bocasana. Powder Puff. Flattened globular, white hair over short hooked spines, yellow to pink flower.....			1½-2	2-2½	
MAMMILLARIA camptotricha. Bird's Nest Cactus. Hemispherical with long nipples, tipped with weak soft spines, yellow flower.....			1½-2	2-2½	
MAMMILLARIA celsiana. Globular, densely covered with short, creamy yellow spines....			1½-2		
MAMMILLARIA columbiana. (M. bogotensis). Globular to stout columnar, yellow to light brown, short spines, pink flower.....				1½-2	
MAMMILLARIA decipiens. Gnome's Pincushion. Hemispherical, soft green nipples, weak whitish spines, white flower.....			1½-2	2-2½	
MAMMILLARIA dolichocentra. Ruby Dumpling. Globular, brown spines, rose flower.....			1½-2	2-2½	2½-3
MAMMILLARIA durispina. Globular, short, black tipped spines, ruby flower.....			1½-2	2-2½	2½-3
MAMMILLARIA echinaria. Clustering columnar, straight yellow spines, yellow flower.....			1½-2	2-3	
MAMMILLARIA elongata. Golden Stars. Clustering, columnar, appressed yellow spines, yellow flower.....			2-2½	2½-3½	
MAMMILLARIA hahniana. Old Woman Cactus. Flattened globular, white spines, becoming hairy, rose pink flower in early spring.....			1½-2		
MAMMILLARIA hildmanniana. A Ruby Dumpling. Globular, gray to brown spines, rosy flower in summer.....			1½-2		
MAMMILLARIA kewensis. Globular, brown spines, rosy flower.....			1½-2	2-2½	
MAMMILLARIA longicoma. Biscuit shaped, white woolly, longer hooked spines than Bocasana, flesh colored flower.....			1½-2		
MAMMILLARIA magnimamma. Hemispherical, large nipples, short curved spines.....			1½-2	2-2½	
MAMMILLARIA perbella. Globular, very short white spines, numerous small bright pink flowers.....			1½-2		
MAMMILLARIA rhodantha. Rainbow Pincushion. Globular, numerous yellow to brown spines, ruby flower.....				2-2½	
MAMMILLARIA vaupellii. Vaupel's Pincushion. Tall globular, very short amber spines, ruby flower.....				2-2½	
MAMMILLARIA wildii. Fish Hook Pincushion. Globular clustering, harmless short spines, one tiny fish hook to each nipple, very free blooming in summer.....			1½-2	2-2½	
MAMMILLARIA winteriae. Flattened globular, very large four angled, blue green nipples, long spines, very large flesh colored flower.....			1½-2		
MONVILLEA diffusa. Slender, columnar, rather soft spines, white night flower.....			3-5		
MYRTILLOCACTUS geometrizans. Blue Myrtle. Columnar, angular, covered with bluish white powder. Branches freely when older.....		2-3	3-4		
MYRTILLOCACTUS schenckii. Stout columnar, yellow green body with about 6 ribs, short brown spines.....			1½-2		
NOTOCACTUS apricus. Sun Cups. Globular, soft gray-brown spines, Large yellow flower in May and June.....			1½-2	2-2½	2½-3
NOTOCACTUS mammillaris. Lemon Ball. Globular, short stout spines, many yellow flowers in spring and summer.....			1½-2	2-2½	
NOTOCACTUS ottonis. Indian Head. Globular, weak brown spines, yellow blooms all summer.....			1½-2	2-2½	
NOTOCACTUS scopia. Silver Ball. Globular, short weak silvery spines, centrals red tipped, yellow flowers in late spring and summer.....			1½-2	2-2½	
NYCTOCEREUS serpentinus. Snake Cactus. Fluted columnar, short brown spines, large white night flower in spring and summer.....			3-5		



	Price Group Price per 100	A \$5.00	B \$7.50	C \$10.00	D \$15.00
OPUNTIA basilaris. Beaver Tail. Purplish pads, no spines, short glochids, large pink flower.....	2-3				
OPUNTIA glomerata. (O. diademata). Paper Spines. Egg shaped branches, long white papery spines, short glochids.....	1½-2				
OPUNTIA hamiltoniae. Columnar with few spines on definite ribs, yellow flower.....	2-3				
OPUNTIA mammillata. Boxing Glove. Columnar, short spined. Soon forms strange twisted fasciations.....	2-3	3-5			
OPUNTIA microdasys. Bunny Ear. Rounded pads bearing clusters of tiny yellow spicules....	2-3	3-5			
OPUNTIA microdasys var. Honey Mike. Bunny ears with harmless cream colored spines.....	2-3	3-5			
OPUNTIA monacantha. (Vulgaris). Green pads, few spines, yellow flowers.....	2-3				
OPUNTIA rufida. Cinnamon Cactus. Rounded pads bearing clusters of reddish-brown spicules.....	2-3	3-5			
OPUNTIA schickendantzii. Mule Ears. Elongated pads, short light brown spines.....	2-3	3-5			
OPUNTIA Vilis. Dwarf Mexican Tree. Freely branching, very useful when small tree shaped plant is desired.....	2-3	3-5			
OREOCEREUS celsianus. Old Man of the Andes. Very stout columnar, very long white hair over stout reddish brown spines.....			2-2½	2½-3	
PACHYCEREUS pecten-aboriginum. Indian Comb. Stout columnar, about 8 ribs, short, light colored spines.....	2-3	3-5			
PACHYCEREUS pringlei. Mexican Giant. Heavy columnar, short, stiff gray spines.....	2-2½	2½-3			
TRICHOCEREUS spachianus. White Torch Cactus. Fluted, heavy columnar, short brown spines	2-2½	2½-3	3-5		
ZYGOCACTUS truncatus. Christmas Cactus. Freely branching, short flat spineless joints, bright pink flower in winter.....		2½-4	4-6		

#### SUCCULENT PLANTS

ALOE beguinii. Pearl Aloe. Dwarf, thin pointed leaves bearing white dots.....	2-2½	2½-3			
ALOE humilis brevifolia. Rosettes, pearl gray leaves, salmon flower.....	2-2½	2½-3	3-4		
ALOE humilis globosa. Crocodile Aloe. Incurved leaves, more compact than Brevifolia.....	2-2½	2½-3			
ALOE hum-vir. Needle Aloe. Slender, erect, toothed green leaves.....	2-3				
ALOE nobilis. Gold Tooth. Rosettes, dark green leaves, yellow teeth.....	2-2½				
ALOE variegata. Tiger Aloe. Triangular, gray leaves, white variegation, scarlet flower.....		2-2½	2½-3½	3½-5	
CHERIDOPSIS candidissima. V for Victory. Forms clusters of pulverulent erect angular leaves, large yellow to pink flower in winter.....	2-3	3-5			
EUPHORBIA heptagona hybrid. Tall columnar, bright green stems, soon branching, blunt red thorns.....				5-7	
EUPHORBIA hermentiana. Tall angular stems bearing small green leaves when young, light stem markings.....		3-5			
EUPHORBIA obesa. Basket Ball. Spherical, very hard. A very curious plant from South Africa where further exportation is prohibited.....				1¼-1½	
FAUCARIA tigrina hybrids. Tiger Jaws. Broad triangular leaves variously dotted and toothed. Yellow flowers in fall.....	2-2½				
GASTERIA hybrids. Ox Tongue. Tall, 2-ranked leaves, spotted with white. Very durable.....	1½-2½	2½-3½			
GASTERIA verrucosa hybrid. Rice Gasteria. Gray green leaves dotted with white.....	2-3				
HAWORTHIA royal highness. Tegelberg's hybrid. Rosettes of stout pointed leaves, with many raised white dots.....		2-3	3-4		
HAWORTHIA margaritifera. Mother-in-law's Tongue. Rosettes of sharply tapering leaves bearing irregularly spaced, raised white dots.....		2-2½			
HAWORTHIA fasciata. Zebra Plant. Rosettes sharply tapering upright leaves bearing raised white dots in transverse bands.....		2-2½			
HEREROA nelii. Moose Horns. Rosettes of scimitar shaped green leaves, small yellow flowers.....	2-3				
KALANCHOE tomentosa. Panda Plant. Broad leaves covered with silver plush, brown spots on margins.....	2-3				
NANANTHUS malherbei. Very interesting rosettes of shell shaped gray-green leaves, beaded edges, pink to yellow flower.....	1½-2				
PLEIOSPILOS bolusii. Split Rock. One to three pairs of thick leaves that resemble stones. Yellow to pink flowers in the fall.....	2-2½	2½-3			
PLEIOSPILOS nelii. Cleft Stone. More globular and compact than Bolusii. Slower growing. Yellow to pink flower in late winter.....	2-2½				
ROSCHEA falcata. Scarlet Paint Brush. Keel shaped, gray green leaves in opposite pairs, large trusses of scarlet flowers in summer.....	1½-2½				
SEMPERVIVUM assorted. House Leeks. Compact rosettes of various types.....	2-2½				
STAPELIA hirsuta hybrids. Hairy Star Fish Flower. Erect cactoid branches often looking like miniature Arizona Giants. Large star shaped flower bearing many short hairs.....	2-4				
STAPELIA variegata. Spotted Toad Flower. Angular notched branches, freely clustering, peculiar spotted, star shaped flower with disk in center. Odiferous.....	2-3				
STOMATIUM fullerii. Clustering rosettes, toothed, small, thick leaves.....	2				